

Message Text

UNCLASSIFIED

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15

ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /018 W

----- 029645

R 241433Z MAY 74

FM AMEMBASSY BUENOS AIRES

TO USDOC WASHDC

INFO SECSTATE WASHDC 6615

AMEMBASSY SANTIAGO

AMEMBASSY QUITO

AMEMBASSY LIMA

UNCLAS BUENOS AIRES 3808

E.O. 11652: N/A

TAGS: BTRA, AR

SUBJECT: COMMERCIAL VISIT: MR. GERMAN FIGAREDO,
PRESIDENT OF FIRM TENSA

1. SUBJECT, HEAD OF MAJOR ARGENTINE MANUFACTURER OF AUTOMOTIVE BRAKE SYSTEMS AND COMPONENTS, IS SEEKING TO CONCLUDE LICENSING AND/OR JOINT VENTURE AGREEMENTS WITH U.S. COMPANIES FOR ASSEMBLY AND SUBSEQUENT MANUFACTURE OF PAYLOADERS AND FORKLIFT TRUCKS IN CHILE AND ECUADOR. EMBASSY JUDGES THIS PROPOSAL TO BE OF MAJOR POTENTIAL INTEREST TO U.S. FIRMS IN THESE LINES, SINCE IT WOULD PERMIT CONTINUED PENETRATION OF ANDEAN PACT MARKET VERSUS HIGH TARIFF BARRIERS AND INTERNATIONAL COMPETITION. DETAILS BEING REPORTED SEPARATELY BY AIRGRAM.

2. FIGAREDO WILL BE VISITING UNITED STATES BEGINNING MAY 27, AND DESIRES INTERVIEW WITH APPROPRIATE USDOC STAFFIN WASHINGTON ON MAY 30, AFTER 1000 HOURS. EMBASSY SUGGESTED HE CALL MOLNAR OR POLLARD. THE EMBASSY WOULD APPRECIATE USDOC ASSISTANCE IN ARRANGING INTERVIEWS WITH OTHER APPROPRIATE COMMERCE OFFICERS AND EXTENDING GENERAL ASSISTANCE AND COURTESIES TO FIGAREDO. HE COULD ARRANGE TO VISIT APPROPRIATE
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PLANTS ON EAST COAST, OR NEAR CLEVELAND.

3. FYI FIGAREDO, THROUGH PERSONAL CHANNELS, HAS
ALREADY ARRANGED METING WITH DEPUTY ASSISTANT
SECRETARY SHLAUDEMEN OF STATE/ARA.
HILL

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NNN

Message Attributes

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